

Message Text

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PAGE 01 KHARTO 02387 230933Z

15

ACTION AF-07

INFO OCT-01 EA-06 NEA-06 ISO-00 AID-05 CIAE-00 COME-00

EB-04 FRB-01 INR-05 NSAE-00 RSC-01 TRSE-00 XMB-02

OPIC-03 SP-02 CIEP-01 LAB-01 SIL-01 OMB-01 DODE-00

PA-01 USIA-06 PRS-01 NSC-05 SS-15 STR-01 CEA-01

CCO-00 OTPE-00 FCC-01 OC-01 (ISO) W
----- 088362

R 220955Z OCT 74

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 8900

INFO AMEMBASSY KUWAIT

AMEMBASSY TOKYO

AMEMBASSY ROME

LIMITED OFFICIAL USE KHARTOUM 2387

E.O. 11652: N/A

TAGS: EWWT, ETEL, ELTN, ETRS, US, SU

SUBJ: TELECOMMUNICATIONS AND TRANSPORT PROJECTS

REF: KHARTOUM 2368

1. WHILE IN KHARTOUM FOR SATELLITE GROUND STATION DEDICATION, PAGE REPS INFORMED EMBASSY THAT PAGE HAD WON \$11 MILLION CONTRACT FOR MICROWAVE RELAY NETWORK CONNECTING KHARTOUM WITH PORT SUDAN AND SEVERAL OTHER PROVINCIAL TOWNS. COMPETITION HAD BEEN STIFF. BOTH JAPANESE AND ITALIAN EMBASSIES ARE REPORTEDLY DISGRUNTLED, LATTER BECAUSE ITALIAN CONSORTIUM HAD ALLEGEDLY OFFERED "BY FAR" LOWEST PRICE (PAGE SAID BID REJECTED SINCE PRICE WAS NOT GUARANTEED AND EQUIPMENT NOT TESTED UNDER SUDANESE CONDITIONS), FORMER SIMPLY BECAUSE JAPANESE COMPANY NEC LOST OUT THOUGH KUWAIT FUND FINANCING PROJECT REPORTEDLY LEANED TOWARD IT. PAGE REPS SAID US EQUIP-
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MENT SHARE OF CONTRACT WOULD BE ABOUT \$6 MILLION AND

THERE EXCELLENT POTENTIAL FOR FOLLOW-ON CONTRACTS AS SYSTEM IS FURTHER EXPANDED.

2. BEGIN UNCLASSIFIED. IN SPEECH AT GROUND STATION DEDICATION OCT. 12, DR. BASHIR ABBADI, MIN OF TRANSPORT AND COMMUNICATIONS, GAVE WRAP-UP OF CURRENT AND PLANNED DEVELOPMENT PROJECT UNDER HIS PURVIEW. HE ANNOUNCED (A) PURCHASE OF TWO BOEING 737S FOR INTERNAL FLIGHTS (KHARTOUM 1991) AND OF 50 LOCOMOTIVES FROM USA AND FRG FOR DELIVERY IN 1975; (B) PLANS TO EXPAND INTERNAL MICROWAVE NETWORK TO ALL PROVINCES AND TO LAY CABLE ACROSS RED SEA TO JIDDA; (C) EXPANSION OF TELEPHONE NETWORK RIVER AND DEEP-SEA TRANSPORT, AND (D) PROGRESS ON CONSTRUCTION OF KHARTOUM-PORT SUDAN, SENNAR-KOSTIN DEBEIRBAT-KADOGLI, AND NYALA-KAS-ZALINGI HIGHWAYS.

3. COMMENT: GOS COMMITMENT TO TRANSPORT AND COMMUNICATIONS AS FIRST PRIORITY IN DEVELOPMENT PLANS IS BEGINNING TO PAY OFF. EARTH SATELLITE STATION WILL DRAMATICALLY IMPROVE INTERNATIONAL COMMUNICATIONS TO KHARTOUM; MICROWAVE SYSTEM WILL DO SAME IN PROVINCES. CONTRACT TO PAGE AND PURCHASE OF BOEINGS AND (GE) LOCOMOTIVES INDICATES FAVORABLE DISPOSITION OF SUDANESE TOWARD AMERICAN TECHNOLOGY. BELIEVE THERE ARE SUBSTANTIAL FURTHER OPPORTUNITIES FOR US EXPORTERS, PARTICULARLY IN RAILWAY EQUIPMENT AND LONG-HAUL ROAD TRANSPORT. FOR DEPARTMENT: PLEASE CONTACT MCDONALD-DOUGLAS TO ADVISE THAT BOEING HAS WON CONTRACT FOR GOS PURCHASES OF SHORT-HAUL JET AIRCRAFT.
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